

Message Text

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46

ACTION EUR-06

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TO USDOC WASHDC

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E.O. 11652:N/A

TAGS: BFOL, GW

SUBJECT: ADS REQUEST - R. & H. SCHAEFER INDUSTRIES, NEW YORK, N.Y.

-FOLLOW-UP

THE EMBASSY ASKED FOR A FOLLOW-UP WITH THE GERMAN FIRMS ORIGINALLY REPORTED AS BEING INTERESTED IN SUBJECT PROPOSAL AND RECEIVED THE FOLLOWING COMMENTS:

1. SCHWAEBISCHE TEXTILGESELLSCHAFT W. SCHLIE, 7257 DITZINGEN, REPORTED THAT SCHAEFER HAS RECENTLY ESTABLISHED A EUROPEAN OFFICE, THE INVISO COMPANY IN BRUSSELS, AND THAT THE FIRM HAS AN AGENT IN BRAUNSCHWEIG. SCHLIE HAS TAKEN OVER THE REPRESENTATION OF A COMPETITIVE PRODUCT IN THE MEANTIME. THE FIRM, WOLF R. SCRIBA, 7 STUTTGART 1, VERDISTRASSE 42, MIGHT BE INTERESTED IN SCHAEFER'S PROPOSAL. SCRIBA PROMISED TO CONTACT SCHAEFER.

2. MR. SCHWARCK OF THE FIRM ERICH RIECKMANN 2 HAMBURG 33, BRAMFELDERSTRASSE 149. MR. SCHWARCK STATED THAT HE HAD NEVER BEEN CONTACTED BY R & H. SCHAEFER INDUSTRIES. HE IS NO LONGER INTERESTED IN THIS OFFER BECAUSE HE FEELS HE WOULD HAVE TO MAINTAIN TOO LARGE AN INVENTORY TO SUPPLY GERMAN MANUFACTURERS PROMPTLY. THE FOLLOWING FIRM IS INTERESTED INSTEAD:

HAMBURG-GARNGROSSHANDEL
2000 HAMBURG 52
OSDORFER LANDSTRASSE 20
CONTACT: HERR RICHARD.

3. THE FIRM K. & H. PADE, FRANKFURT-ZEPPELINHEIM, HAD SHOWN INTEREST IN THE SUBJECT PROPOSAL IN AUGUST 1973. BUT AFTER STUDYING THE

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MARKET FOUND THE POSSIBLE SALES POTENTIAL TOO SMALL TO JUSTIFY

AN IMPORT FROM THE U.S. THE FIRM ADMITTED THAT IT HAD NOT
ANSWERED THE US FIRM'S LETTER. AMCONSUL FRANKFURT HAD DIFFICUL-
TIES INITIALLY IN FINDING A PROSPECTIVE FIRM IN AUGUST 1973 AND
HAS BEEN AGAIN UNSUCCESSFUL.HILLENBRAND

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